verizon

OCTOBER - DECEMBER 2023

Please note that as of 10/1/2023 our PRM submissions need to be sent to: TD SYNNEX, #DTS Technology





SALES **PLAYBOOK**

Maximizing Your Sales Potential Through Exclusive Deals and Promotions



All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.





IOUNTING KITS

POTSLINQ



Pssst!

Check out the customer-facing materials available for download on each page!

MORE INFORMATION 1.800.803.1535

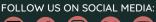


DEALS BUILT EXCLUSIVELY FOR



REPRESENTATIVES

VISIT OUR WEBSITE www.dtstechnology.com

















ONE TALK MOBILI **CO-SELL SERVICES**

Over 50,000 One Talk points installed to date!

Data as of September, 2023

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

ITS TECHNOLOGY SERVICE LIST

- NEW! 24/7 One Talk Support!
- One Talk Co-Sale and Implementation
- · Co-Sell Engagement
- White Glove Onboarding
- White Board Call
- Training
- Call Recording
- Analytics
- Paging Systems Integrations

- · Phone Buybacks
- Call Center Agent/Supervisor Roles
- 1-800 and Vanity Numbers
- eFax
- Digital to Analog Fax ATA
- · Porting of Numbers
- Welcome Call on Day of Go-Live
- Additional Configuration and Training as Needed as Part of Ongoing Support

NOW WITH 24/7 ONE TALK SUPPORT!

 \hookrightarrow Details on Next Page

FREE ON-SITE INSTALLATION

for deals of 5 or more devices

FREE REMOTE INSTALLATION

for deals of any size

Your trusted partner for mobility solutions and unparalleled support!

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FOLLOW US ON SOCIAL MEDIA:



NEW! FREE TIERED VIDEO CONFERENCI

Download Customer-Facing Materials







Introducing

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

Available exclusively for Verizon One Talk

PRICIN PTIONS 150+ Minutes:

20 Minutes: \$59.99

50 Minutes: \$129.99

100 Minutes: \$199.99

150 Minutes: \$299.99

Contact us for pricing



Overages: \$1.99/minute. Applies to all pricing above.

FEATURES

Agents available 24/7 Never miss a call, day or night!

the medical field.

- **HIPAA Compliant** Our call centers have received the HIPAA Seal of Compliance, giving assurance to any clients in
- **Call Transfers** Easily execute warm or blind transfers seamlessly.
- **Live Agents**
- Choose when to use live agents or an automated receptionist.
- **Dispatching Messages** We will use SMS or Email notifications to alert you of important calls and activity.

- Call Recording Call recordings stored for 60 days.
- **File Manager & Third Party Service Embedder** Ability to integrate with a variety of services including Google Calendar, Forms, and Docs.
- Real Time Reports and Statistics View current activity at any time and view a wide variety of reports of agents and client calls.
- **Online Portal** Log in at any time to view messages, update information, view reports, and more.
- **Dynamic Custom Scripting** Agents can easily navigate through a variety of scripts provided for different situations and client needs.

24/7 One Talk Support

Experience peace of mind with round-the-clock support from our dedicated Tier 1 specialists. No matter when you need assistance, our team is here to ensure your One Talk experience is seamless and hassle-free.

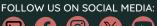
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*Terms Apply: Includes 20 minutes per month. \$1.99/minute overages may apply. Offer valid with every One Talk activation of 5 lines or more.

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Contact Us to Schedule an **Appointment** with our Product **Specialist**







VOICELING Solution for OneTalk



Cloud Native Business Communication Solution

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

CALL RECORDING OVERLAY FOR ONE TALK*

CALL CENTER FOR ONE TALK*

VIDEO CONFERENCING & WEBINARS* (STAND-ALONE FEATURE)

FREE **FOR 12 MONTHS!**

WITH 6 MONTH COMMITMENT (\$14.99 REGULAR PRICE)

Desktop Phone & Mobile Apps **Hunt Groups**

Bi-directional Call Recording **Detail Reporting** Call Tracing

Auto Receptionist Available **

/month

WITH 6 MONTH COMMITMENT (\$19.99 REGULAR PRICE)

CRM Integrations

Video Conferencing

Advanced Call Queues

Agent Supervisor Roles

Real-Time Analytics Dashboard

FOR 12 MONTHS!

WITH 3 OR MORE ONE TALK ACTIVATIONS AND 6 MONTHS COMMITMENT. FREE TITER PROVIDES A SINGLE COMPANY SHARED ACCOUNT (\$19.99 REGULAR PRICE) \$9.99 A MONTH INDIVIDUAL ACCOUNTS AVAILABLE.

Video Conferencing Webinars Scheduling **Meeting Recordings** Join On-the-Go **Share Content**

Chat

CRM & VIDEO CONFERENCING ADD-ON

Add to Call Recording Overlay for One Talk for an additional \$2.99 per month.

COLL-FREE NUMBER STING: \$4.99/MONTH

CALL FORWARDING AND TOLL EE DIAL PLAN WITH 1000 Overages: 1.9 cents per minute

> Download Customer-**Facing Materials**

> > MORE INFORMATION 1.800.803.1535



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Includes PC-to-PC and PC-to-fax

HYSICAL FAX

Via proprietary ATA adaptor

Locked into a contract with another phone solution? No problem! Our innovative Seamless Switch program ensures a smooth transition. While the current contract ticks away, we'll proceed with onboarding, - setting the stage for a flawless shift to our advanced services.

*Requires a One Talk service plan. Service plan prices not included in price. One Talk Desktop Phone line with corresponding device required for service. Fulfilled by Verizon Wireless.

** Service available as a paid add-on. Please contact your DTS Technology representative or sales@dtstechnology.com for pricing information.

- This service is Bill-on-Behalf eligible, providing clients with the option to facilitate billing integration through their Verizon account, streamlining the invoicing
- One Talk service plan required. Plan prices not included. Service necessitates One Talk Desktop Phone line with corresponding device. Delivered by Verizon Wireless.





ROUTER COMPARISON GUIDE



A Comprehensive Matrix

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

	Atel WB550-NA	ARRIS NVG558	InseeGo SkyUs 160	InHand CR202	Balance 20X PepWave	DataLinQ 6500	AXIS V810A	Cradlepoint CBA 850
LTE Category	5G/CAT-19	CAT-12	CAT-6	CAT-6	CAT-7	CAT-6	CAT-4	CAT-6
Form Factor	Mobile/Desktop	Desktop	Mobile/ Desktop	Mobile/ Desktop	Desktop /Rack	Desktop	Desktop	Desktop
Ethernet Ports	2	5 WAN/LAN	1	2	4	5	1	1
Battery	No	No	Yes	Yes	No	No	Yes	No
Opt. Antenna	No	No	Yes	Yes	Yes	Yes	Yes	No
Business Internet Plan Price 10/25/50 Mbps	FREE **	FREE *	FREE *	FREE *	\$99	FREE *	FREE *	FREE *
5G C-Band	Available	Not Available	Not Available	Not Available	Not Available	Not Available	Not Available	Not Available
Business Internet Backup Plan	\$399	\$99	\$399	\$169	\$399	\$230	FREE *	FREE *
Remote Management	Yes	No	Yes	Yes	Yes	Yes	Yes	No
WAN Passthrough	Yes	Yes	No	Yes	Yes	Yes		Yes
Best For	Small, mid-sized businesses of 50 employees or less	Office Use	On the road internet, backup	On the Go	60 Users, Primary Branch			Office Use
	BUYNOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW

*Requires activation on a qualifying Verizon Wireless 4G LTE Business Internet Plan of 10 Mbps or higher, Business Internet Backup Plan, or a qualifying 5G C-Band Plan.

** If fulfilled as Device as a Service.



AIRE PRO J912 LTE HIGH ICE FIXED WIRELESS ROUTER Cutting-edge CAT-12 outdoor CPE

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GO TO FORM



qualifying Verizon data plan



○ Order online at <u>www.dtsdevices.com</u>
 - Receive your IMEI instantly on-

when activated on a qualifying Verizon

data plán

- ▷ Call 1.800.803.1535
- Description Contact us through Slack.







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FIXED WIRELESS ACCESS 2.0



A Transformational Experience

A DEVICE-AS-A-SERVICE PROGRAM

A myriad of benefits with no downsides!

- · Access to high-end equipment at no cost
- Future-proof: in-place 4G to 5G upgrade!
- · Eliminates the risk of cost of replacements.
- Advanced Device Exchange.
- Ruggedization and mobile options for 5G (see image below).
- No additional cloud management fees.
- No early return penalties.





Download Customer-Facing Materials









DTS Technology fully manages all router maintenance, repairs, replacement, and support directly with the client. NO EARLY RETURN PENALITES

ADVANCED EXCHANGE

Clients can return their device any time without penalties.

RUGGEDIZATION AND MOBILE OPERATIONS

> The Ruggedization Kit from Ruggedology provides a convenient carrying handle as well as an included battery pack providing up to 8 additional hours of energy.

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



MAXIMIZE YOUR 4G LTE AND 5G OPPORTUNITIES

Clients can get high-end equipment that's both 4G LTE and 5G ready at no extra cost!

SEAMLESS DTS TECHNOLOGY SUPPORT PROVIDING MULTIPLE TOUCHPOINTS TO ENGAGE CUSTOMERS

Includes: Professional installation provided at time of fulfillment, 5-day technical follow-up with each device, and a topographical survey map with recommendations for optimal device placement based on location and elevation.















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MEET THE ATEL WB550-NA

The Ultimate Solution for Fixed Wireless Access 2.0





Why it makes sense

- · FREE on all qualifying Business Internet Plans of 10Mbps or higher through Verizon Wireless.
- As part of Fixed Wireless Access 2.0, the client will get complimentary support and repairs directly from DTS Technology.
- 4G LTE and 5G capable, ensuring seamless streaming, browsing, and work regardless of your access point.





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USING THE WB550-NA 5G ROUTER WITH FIXED WIRELESS ACCESS 2.0

 DTS Technology manages all support, replacements, and returns. Clients can still contact Verizon for upgrades or activations with representatives receiving an additional line activation credit, however representatives will not be needed in the instance of returns, repairs, or support cases.













verizon

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Available for all Verizon segments including public sector.



With **Improved Battery Pack**

4000 mAh





ATEL V810 BASE DEVICE

with activation on a Verizon Business Internet Plan or a Business Internet **Backup Plan!**

BUY NOW

WITH IMPROVED **BATTERY OPTION!**

WITH ACTIVATION OF A **QUALIFYING BUSINESS** INTERNET PLAN

ON BUSINESS INTERNET BACKUP PLAN

BUY NOW

DELUXE KIT

with a qualifying Verizon **Business Internet Plan of** 10Mbps or higher

BUY NOW

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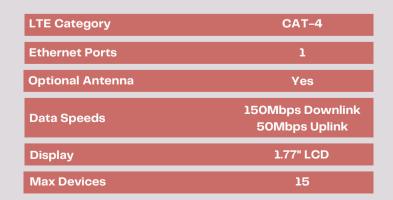


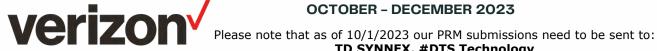












TD SYNNEX, #DTS Technology



RUGGEDIZATION KITS FOR CHALLENGING ENVIRONMENTS

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.







Includes Pelican Field Kit

\$799

Get up to 18 hours of run time with a combined 6-hour battery kit and 12-hour main battery

2 USB ports, 110V Barrel

Wireless charging ports

Emergency flashlight



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OUTDOOR MOUNTING KITS

Built to improve the signal range for your 4G LTE Verizon Router

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



Download Customer-Facing Materials

> MORE INFORMATION 1.800.803.1535



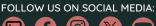
VISIT OUR WEBSITE www.dtstechnology.com







- Use in case of insufficient signal strength on premises due to walls or
- Doptional managed router service includes management, cyber protection, and support from DTS Technology. This product can be purchased without additional add-on activities for the following services. service for a one-time fee of \$199.

















BUILT-FOR-BUSINESS ACCESSORIES

DTS Technology in partnership with OUTER FACTOR

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



ELEMENT™ CASE

MSRP starting at

\$19.95



WORKFORCE™ CASE

MSRP starting at

\$26.95



ONGUARD™ CASE

MSRP starting at

\$18.95

Why it makes sense

- **Built for Business**
- **Ultra Competitive Prices**
- Drop Tested
- Lifetime Warranty
- **Custom Logo Program**

Volume Pricing

250-499 • 3%

500-999 • 5%

1000-2499 • 7%

2500+ • 10%

Custom Logo Program



Download Customer-Facing Materials

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DLAR STATION SOLUTION

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



DL-60	DL-120
6V 60W	120W
5-8 days	5-8 days
6-10 hours	6-10 hours
Up to 40 hours	Up to 120 hours
3.2V 60Ah	18V 3OAh

The DL-120

- · Quick & easy installation.
- Two available options: choose between the DL-60 with up to 40 hours of working time, and the DL-120 with up to 120 hours of working time.
- · Customizable MPPT.
- · Up to 80W of 24/7 energy support.
- Choose from 12V, 24V, 36V, or 48V optional generator options.

perfect for:

5G & LTE ROUTERS | SURVEILLANCE SYSTEMS | SIGNALS | SENSORS | SIGNAGE | SPEAKERS

For DL-120 pricing, please contact sales@dtstechnology.com or call 1.800.803.1535.

BUNDLE 1:

A DL-60 Pro 2 / 4G LTE CAT-6 Model

1 Year of PepWave **InControl2 Remote** Management **Platform**

when activated on a qualifying Verizon 5G or 4G Business Internet Plan

BUNDLE 2:

A DL-60 Solar **Powered Router**

2 Fixed Position Security Cameras

when activated on a qualifying Verizon 5G or 4G Business Internet Plan

BUNDLE 3:

A DL-60 Solar **Powered Router**

A single PTZ Dome Camera - Smart 2K **4MP PTZ**

when activated on a ualifying Verizon 5G or 4G Business Internet Plan



1 4.

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- Configured to client specification. The DL-60 and the DL-120 Pro are fully configurable with peripherals matching customer requirements (LTE devices, security cameras).
- - □ Government/Municipalities

 - Construction
 - Agriculture & Farming
 - Signage









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ELEVATE YOUR TEAMS PRODUCTIV

Mobile Device Management from DTS Technology

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

AVAILABLE ON VOUR			
VERIZON WIRELESS BILL	DEPLOYMENT SUPPORT \$599	MANAGED MDM \$7.99/MO/SEAT	PREMIER MDM \$9.99/MO/SEA
Up to 5 hours of remote support included	✓		
Remote support via web, phone, and conference		✓	✓
Admin MDM Portal walk-through	✓	✓	✓
OEM enrollment integration assistance	✓	✓	✓
Creation of user accounts, grouping, and enrollment support		✓	
Creation of device and security policy		✓	
Assistance with purchasing application license and distribution via MDM	✓	~	✓
Test enrollments and device configuration	<u> </u>	<u> </u>	
Training materials and templates from DTS Technology	✓	<u> </u>	✓
Top-level troubleshooting	✓	<u> </u>	✓
Support ticket creation via DTS support email		<u> </u>	✓
Initial support and troubleshooting (Level 1 & 2)	✓	<u> </u>	✓
Dedicated call-in line (Tier 1 support)		✓	✓
Priority support			✓
Assigned support specialist			✓
Reporting and reviews			
Client access and rights for changes in MDM			
Direct access and rights: Federation with intune, AD, or other identity management platform.			~

SERVICES INCLUDE

- **Device Enrollment**
 - Spend less time on setup and more time on your team and goals
- **Provisioning of Business Policies**

We will help you establish the correct business policies for your team, ensuring everyone stays on track and productive.

Provisioning of Apps and Data

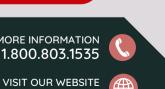
Whether it's sales tracking software or CRM tools, we'll make sure your team has everything they need at their fingertips.

Essential Training

We don't just provide the tools, we make sure you are equipped with the necessary skills to take charge of device management.

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White glove onboarding service included!

through the complexities of Apple Business Manager and Android Enterprise.

Designed to guide you







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Upgrade your business communications with DTS Technology's reliable and cost-effective solution!

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NOVATEL T-2000

WITH A SPECIAL RATE PLAN OF \$20/MONTH

OLED display screen to present device information such as signal strength, network connection, etc.

AC wall charger and battery backup.



ATEL V810 AXIS POTS REPLACEMENT

OUALIFYING VERIZON VOICE

LTE VoLTE access terminal with the purpose of replacing POTS lines

Ideal for home/office use

Features industry-leading Qualcomm chipset and 2 RJ11 ports.

Allows for connecting up to 2 devices on a shared

POTS LINE REPLACEMENT BOX

OUALIFYING VERIZON BUSINESS INTERNET PLAN

Redundant power source featuring a 27000 mAh battery for up to 48 hours of power backup.

Connect up to 8 analog ports with simultaneous call paths.

Dual redundant connectivity with on-premises internet and built-in 5G/LTE modem for uninterrupted service.

> Local LAN failover with PotsLinQ as an internet solution

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All PotsLinQ solutions through DTS Technology require activation of a qualifying Verizon Wireless Data Plan. All pricing above is not inclusive of Verizon Plan.



Please note that as of 10/1/2023 our PRM submissions need to be sent to:



A-LA-CARTE SOLUTIONS rom (ogy)



In the case of a faulty device supplied by DTS Technology we will reimburse or exchange your device. Provides additional protection against accidental spills and damages.

\$7.99/MONTH

<u>MANAGED</u> **OUTER SERVICE** SUPPORT

Service includes Safe Category Filters via DNS, Firewall protections, remote support and troubleshooting, plus advanced replacement.

\$49.95/MONTH

<u>advanced</u> ON-SITE INSTALLATION DTS Technology will provide a technician visit at your business location to set up, configure, and train on new router installation. Includes re-creation of existing topography, troubleshooting, and adjustments to the network operation of existing services. We will work with your IT to establish connectivity and verify topography.

DTS Technology will provide a technician visit at your business location to facilitate deployment of a new LTE device. Service includes basic set up and training on how to do testing. Does not include any re-creating of existing topography, structural cabling services, or additional device setup.

\$399

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MEET OUR TEAM



MELISSA FAIR

DIRECTOR OF SALES

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E: mfair@dtstechnology.com



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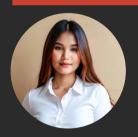
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Easy ways to order:

- Go to www.dtstechnology.com/business-internet-form and fill out our quick, convenient order form.
- Go to <u>www.dtsdevices.com</u> to order and recieve your IMEI's instantly on-screen.
- Contact us through Slack.
- Contact us at sales@dtstechnology.com, or using any of the information on this

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